


Short Programmes







Leadership. It's more than a job – it's a mindset. It's the capacity to inspire, engage and create new possibilities.

IMI's mission, and passion, is to equip leaders to build the future.

Founded by business leaders for business leaders, we've been empowering world-class executives for over sixty years.

In partnership with Cork University Business School's expert research faculty and an international network of thought leaders, our globally ranked executive development will challenge, support and inspire you to unlock your potential and fulfil your ambition.

Surrounded by passionate, like-minded executives, you'll be equipped with the tools and insight to shape the future of your organisation.

IMI. Inspiring Leadership Performance.

Taking you to the next level

Whether you are seeking to broaden your leadership mindset or are making your first forays into management, our IMI Short Programmes offer the high impact, results-focused development you need to progress to another level with confidence.





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Your path to a bigger stage

Leadership beyond the ordinary

At IMI we inspire performance in business professionals, from ambitious leaders to experienced ones, at every stage of their careers. Wherever you are on your own journey, our short programmes are uniquely tailored to help you make your next move.



Challenge your Perceptions

Your time at IMI will change how you perceive and think about the business landscape around you, giving you the mindset and belief you need to fulfil your ultimate potential.



Peer Network

Our classroom experience will enable you to network, share thoughts and ideas with like-minded peers, including 250+ corporate members who span the Irish industry spectrum. This unmatched peer diversity offers invaluable glimpses into business worlds outside your own.



Leading-edge Insights

As global thinkers, we harvest insights from a worldwide community of specialists and distill them into the knowledge we share with you.



World-Class, Guaranteed

IMI is ranked amongst the elite Top 50 in Executive Education worldwide, as published by the Financial Times. Every facet of our executive education is globally ranked.



Transformational Change

Our pioneering High Impact Transformation (HIT) approach is designed to ignite your transformation at a personal level first before expanding to an organisational one.



The long and short of it

Category suites overview



Executive Series

Programmes dedicated to developing the critical-thinking abilities, strategic mindset and behavioural changes that you need to succeed as a senior leader in a complex environment.



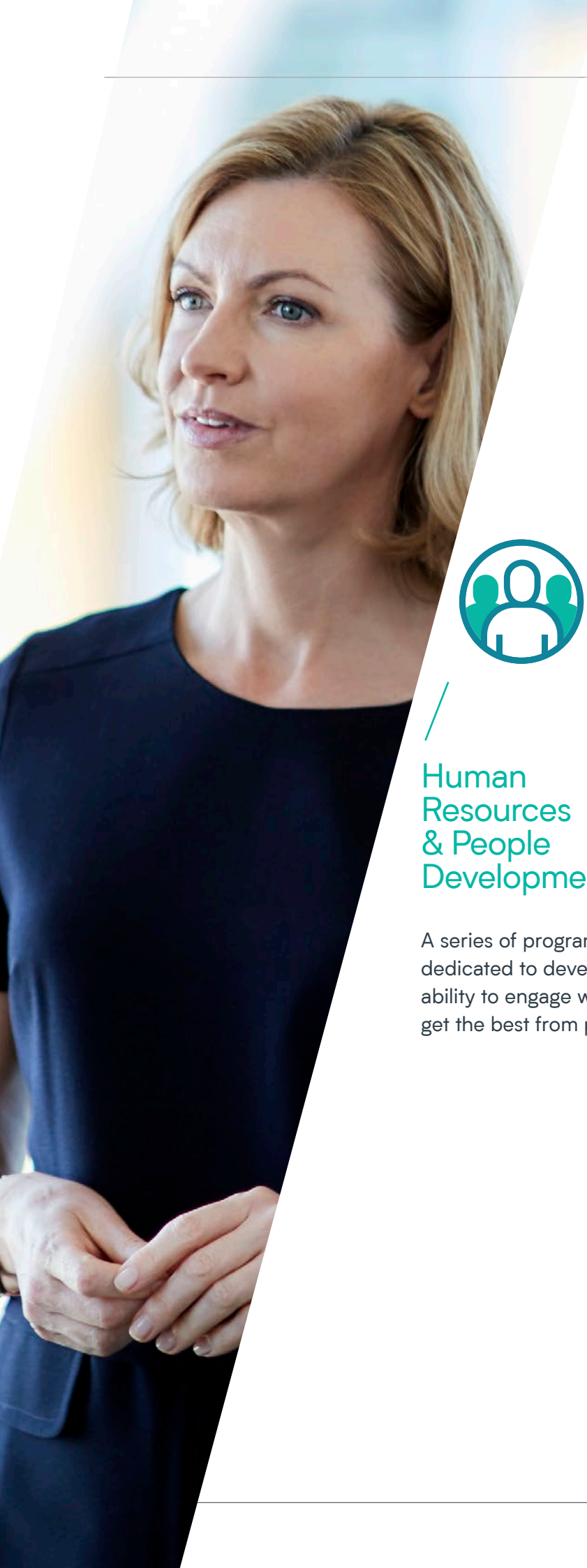
Management & Leadership

A series of powerful and practical learning experiences, whether you are completely new to management or a seasoned senior executive.



Personal & Career Development

The programmes within this series have been specifically chosen and developed to help you enhance your interpersonal and communication abilities at an early stage stage in your career.



Human Resources & People Development

A series of programmes dedicated to developing your ability to engage with and get the best from people.



Business & Functional Excellence

Programmes designed to enhance your specific capabilities across a wide range of business functions and roles.

IMI Short Programme overview

Early Career



Executive Series



Management & Leadership

Front Line Management (3 modules/6 days)		
Essential Skills of Management (3 modules/6 days)		
Mini MBA (5 consecutive days)		



Personal & Career Development

Communicating for Performance (3 consecutive days)		
Presenting with Impact (2 consecutive days)		
Think on Your Feet (2 consecutive days)		
Innovative Problem-Solving (2 consecutive days)		



Human Resources & People Development

Facilitation Skills (2 consecutive days)		



Business & Functional Excellence

Finance for the Non-Financial Manager (3 consecutive days)		
Advanced Negotiation Skills (2 consecutive days)		

Executive Series

Push your perspective.







Senior Executive Programme

Build a winning organisation that performs at pace.



Course Details

13 Days



Schedule

Programme 1 in Dublin

12 September 2019



Price

Corporate Member: €8,200

Non-Member: €10,100

To successfully drive and sustain corporate success in these uncertain times, leaders need to build organisations that are agile, resilient and innovative. Leaders must create a collaborative organisation that is aligned to future objectives and that can act on disruptive and emerging trends.

To be a great leader today, you have to start building tomorrow.

This programme's for you if:

You are a senior executive with responsibility (either individually or as a member of your top team) for steering your organisation strategically. You are a senior executive with responsibility (either individually or as a member of your top team) for steering your organisation strategically. Participant will typically come from the C-suite, regional director, head of business unit and executive director levels within medium to large organisations.

The Experience:

Designed and delivered by experts from international business schools across Europe and the US, you will gain powerful and personal insights into your own leadership capabilities and how they can be leveraged to drive the strategic direction of your organisation.

Working within a peer-to-peer environment with other senior business leaders, the Senior Executive Programme acts as a compass for your future plans, allowing you to focus strategy, capabilities and possibilities into a formidable mix while drawing on the experience of others.

The Results:

The Senior Executive Programmes acts as an inflection point for your organisation. By developing your own leadership potential and using the time and space to implement concrete future strategies, you will be able to build an organisation that performs brilliantly – every day.

Executive
Series

Mastering the Performance Mindset

Develop the focus, resilience and wellness that your future leadership demands



Course Details

10 weeks

+ 3x "Live Session" days



Schedule

Programme 1 in Dublin

06

November 2019



Price

Corporate Member: €4,995

Non-Member: €5,495



Your 10-Week Development Journey includes:

- Disruptive Simulations
- Executive Coaching
- Expert Speakers
- Digital Nudges
- Peer-to-Peer Coaching
- Insight Bursts
- Executive Playbook
- 3 Days On Site at IMI

In the context of today's strategic challenges and the current disruptive climate, maintaining your performance mindset is crucial.

By cutting through the noise and finding what works for you, this programme will allow you to individualise the myriad advice around nutrition, hydration, activity, sleep, breathing, and psychology into a long-term mindset that will allow you to perform sustainably at pace.

This programme's for you if:

You are a C-level or senior leader across any sector who wants to become present in the moment and avoid distraction, adapt to stress or trauma, find value in adversity and recognise that sustained personal health and well-being is fundamental to your leadership performance.

The Experience:

This is a 10-week blended learning experience that will disrupt and reframe how you think about yourself as a leader. It will allow you to develop a mindset to respond and perform under pressure, be comfortable with discomfort, and reduce noise and distractions to focus on what matters.

Our interactive format will encourage you to create collaborative relationships and develop a network of minds that think alike, all while fostering a culture of performance in your organisation as you start defining your personal action plan.

The Results:

You will emerge with improved self-awareness and be more 'present' both in your personal and organisational lives. You will learn to avoid distraction, adapt to stress and find value in adversity for sustained personal health and wellbeing. The programme will allow you to start building the resilience our fast-paced world demands.



Leading Strategy Execution

Bring your strategic vision to life



Course Details

10 weeks

+ 3x "Live Session" days



Schedule

Programme 1 in Dublin

04 December 2019



Price

Corporate Member: €4,995

Non-Member: €5,495



Your 10-Week Development Journey includes:

- Strategy Execution Challenge
- Disruptive Simulations
- Expert Speakers
- Digital Nudges
- Peer-to-Peer Coaching
- Insight Bursts
- Executive Playbook
- 3 Days On Site at IMI

Even with a clear vision and a talented team, many leaders struggle with implementing strategy. If you want to frame your organisation's future in terms that others can relate to, you need to know how to give shape to complex, changing realities.

This programme's for you if:

You are a senior executive with an ongoing or specific strategic challenge who's seeking to identify and implement the first of many effective, practical solutions as you begin to transform your organisation.

The Experience:

Your 10-week blended learning experience will change how you think about executing strategy.

Your preconceived ideas will be challenged and reapplied to your own context, allowing you to adapt to changing conditions, leverage diverse talents, and clear away obstacles to success.

This programme confronts what a world of constant disruption and change really means in your world and supports you in developing the critical skills you need to deliver strategic change in this shifting environment.

The Results:

You will develop a clear action plan on how to execute strategies, improve your ability to recognise if and where they're failing, and know how to correct the path.

You will also gain the ability to create a collaborative, strategic and accurate information flow within an organisation, ensuring stakeholder buy-in during strategy execution.



Leadership Decision Making

Influence and lead decisions at the highest level



Course Details

10 weeks

+ 3x "Live Session" days



Schedule

06

November 2019



Price

Corporate Member: €4,995

Non-Member: €5,495



Your 10-Week Development Journey includes:

- Decision Simulator
- Executive Coaching
- Expert Speakers
- Digital Nudges
- Insight Bursts
- Executive Playbook
- 3 Days On Site at IMI

As a leader, you are defined by your decisions, and as much by the "when" you decide as by the "what". It's not enough to make consistently great calls; you often have to do so with imperfect information.

This programme's for you if:

You are a C-level or senior leader who's looking to develop an agile mindset, allowing you to excel within the grey spaces of new value.

The Experience:

Throughout this 10-week blended learning experience, you will gain a firm understanding of your decision-making context, how you operate within it, and how to adapt your behaviour to make better decisions both individually, as part of a group, and — via influence — at an organisational level.

Your assumptions on how you make decisions will be challenged. You will explore what impact those decisions have and whether your decision-making process is currently clouded by any inherent bias on your part.

You will have the opportunity to apply your developed decision-making to real-world situations, reviewing your own and your organisation's current decision-making ability. You will fuse what you've learned into ongoing habits as you start to effectively navigate complex decisions.

The Results:

Upon completion, you will be able to effectively navigate complex decisions, frame decision-making situations to make more informed, swift choices with incomplete information.

Learning how to mitigate against personal biases, you will also be able to apply influencing skills to drive decision-making in an organisation while developing your own personal action plan.

Management & Leadership

Write your next chapter.







Taking the Lead — Women in Leadership

Ignite, inspire and influence your organisation.

A programme designed for women aspiring to and preparing for more senior management roles while navigating today's complex business landscape.

This programme's for you if:

You are a female executive; exploring your career options and ambitions or hoping to accelerate your career and personal development.

The Experience:

You will be given the time and space to explore where you are in your work and career, articulate the leadership challenges facing you in today's workplace and develop the insight and skills to address these.

Practical, outcome-oriented tasks will help you to develop increased resilience and strategies to maintain balance in a competitive organisation, while identifying your personal career and leadership ambitions.

The Results:

You will emerge a more compelling, influential and confident leader with tools and technique to inspire others and get results.



Course Details

2 modules/ 4 days



Schedule

Programme 1 in Cork

01, 02	October 2019
05, 06	November 2019

Programme 2 in Dublin

05, 06	November 2019
10, 11	December 2019



Price

Corporate Member:	€4,245
Non-Member:	€4,995



High Impact Leadership

Interact, influence and engage

Leaders today must master how to interact, influence and engage those around them to inspire great performance. This programme will put you through your paces and develop your ability to make an instant, and lasting, impact as a leader.

This programme's for you if:

You want to examine and master your leadership style, particularly as you transfer your management experience into a leadership position.

The Experience:

A master class in individual leadership, you will learn a lot about your leadership style and how you interact with others. An intensive, demanding experience that will help you to identify and build on your strengths, broaden your perspectives, and both recognise and learn to overcome personal leadership challenges.

The Results:

You will develop your ability to better interact, influence and lead others, enabling you to step up to your next leadership challenge.



Course Details

3 modules/6 days



Schedule

Programme 1 in Dublin

16, 17	September 2019
14, 15	October 2019
11, 12	November 2019

Programme 2 in Cork

21, 22	October 2019
18, 19	November 2019
16, 17	December 2019

Programme 3 in Dublin

21, 22	November 2019
19, 20	December 2019
30, 31	January 2020



Price

Corporate Member:	€3,425
Non-Member:	€3,995



Management & Leadership



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

18, 19 June 2019

Programme 2 in Dublin

18, 19 September 2019

Programme 3 in Dublin

28, 29 November 2019



Price

Corporate Member: €1,145

Non-Member: €1,385

Managing People

Master the essentials of business

People make businesses work — and your success can depend on understanding those people's behaviours and how best to communicate with them on a personal level. By developing a clear understanding of how to manage and influence those around you, you can start moving from a manager of people to a leader of people.

This programme's for you if:

You want to improve your interpersonal skills at any level and get more from your working relationships. Ideal for managers with a growing team.

The Experience:

This highly interactive two-day programme is focused on managing people and relationships in the workplace, powered by our expert knowledge of human dynamics and understanding of what motivates and drives people's behaviours.

The Results:

You will develop your ability to connect with staff, peers, other managers and stakeholders.

You will also learn to build effective and lasting relationships, gain the knowledge to understand how people tick, explore how to deal with difficult people and work effectively through conflict.



Mini MBA

Expand your knowledge across the breadth of your organisation

Broaden your knowledge of your business and develop your leadership skills



Course Details

5 consecutive days



Schedule

Programme 1 in Cork

24, 25, 26, 27, 28 June 2019

Programme 2 in Dublin

14, 15, 16, 17, 18 October 2019

Programme 3 in Cork

18, 19, 20, 21, 22 November 2019

Programme 4 in Dublin

9, 10, 11, 12, 13 December 2019



Price

Corporate Member:	€2,845
Non-Member:	€3,445

This programme's for you if:

You have considerable specialist experience in one area of your business and want exposure to others. Ideal for professionals aspiring to positions of greater responsibility and for experienced managers looking to widen their understanding of different business functions.

The Experience:

The Mini MBA is an intensive five-day programme designed to give you the maximum impact in a limited time away from work. The format and design create a supportive environment where participants learn from peers and subject matter experts.

You will participate in workshops, examine case studies, conduct class discussions and work in groups to ensure that the week is as rewarding — and as challenging — as it is insightful. The Mini MBA covers the business essentials of strategy, leadership, marketing and people performance in an intensive format designed to give you a framework of knowledge for making informed business decisions.

The Results:

You will build on your existing management competencies by understanding of all the functions of an organisation.



Management & Leadership



Course Details

3 modules/6 days



Schedule

Programme 1 in Dublin

16, 17	September 2019
14, 15	October 2019
11, 12	November 2019

Programme 2 in Dublin

7, 8	October 2019
4, 5	November 2019
2, 3	December 2019

Programme 3 in Cork

7, 8	November 2019
5, 6	December 2019
9, 10	January 2020



Price

Corporate Member:	€3,425
Non-Member:	€3,995

Essential Skills of Management

Achieve management excellence

As your career develops, having the core management skills needed for each and every stage is key to your success.

This programme's for you if:

You are a developing manager with at least six months' experience.

The Experience:

This programme will set you on the path to high performance by building on your existing management expertise and developing new competencies such as planning, problem-solving and decision-making.

The Results:

This programme will support you in aligning, implementing and managing focused work-plans and learn how to build trust within your teams to improve employee performance.

You will also develop the personal skills you need to deliver communications with clarity and impact and to foster an environment for creativity and innovation. You will learn how to influence stakeholders, collaborate across functions, motivate others and develop your own management style.



Front Line Management Programme

Gain the right skills for success as you
move into management

Ambition is always to be applauded, but for it to really take you anywhere, you have to harness it. This programme has been designed to give new front-line managers, team leaders and supervisors a solid foundation in people management and business skills.

This programme's for you if:

You are newly appointed to a front-line management role.

The Experience:

You will develop all the critical abilities your initial move into management requires. This programme will support you in increasing your personal effectiveness, problem solving and decision-making abilities. Key aspects of HR including change management, building trust in teams, employment law and managing performance will also be covered.

The Results:

You will leave the programme with a definitive roadmap for your first 6-12 months as a manager.



Course Details

3 consecutive days



Schedule

Programme 1 in Dublin

18, 19, 20 June 2019

Programme 2 in Dublin

4, 5, 6 September 2019

Programme 3 in Dublin

21, 22, 23 October 2019

Programme 4 in Cork

13, 14, 15 November 2019

Programme 5 in Dublin

25, 26, 27 November 2019

Programme 6 in Dublin

16, 17, 18 December 2019



Price

Corporate Member: €1,695

Non-Member: €2,075

Personal & Career Development

Discover you, version 2.





Communicating for Performance

Learn how to communicate with clarity, brevity and impact



Course Details

3 consecutive days



Schedule

Programme 1 in Dublin

2, 3, 4 September 2019

Programme 2 in Dublin

9, 10, 11 December 2019



Price

Corporate Member:	€1,695
Non-Member:	€2,075

Most people believe that they can communicate, but can they do so effectively — and when it really counts? This programme will give you the confidence and competencies to communicate winningly with stakeholders across your organisation.

This programme's for you if:

You need to develop your one-to-one and one-to-many workplace communication skills.

The Experience:

This programme will show how to listen, provide feedback and avoid the usual mistakes in communication. You will learn how to influence people, read body language, think on your feet, answer tough questions, and be assertive.

The Results:

On completing this highly interactive three-day programme, you will have become an effective communicator who can absorb other people's views and clearly communicate your own. You will be assertive when necessary and have what's needed to communicate for greater performance.



Presenting with Impact

Discover how to deliver presentations
that achieve results



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

23, 24

October 2019



Price

Corporate Member: €1,145

Non-Member: €1,385

Presenting with impact is not a talent you are born with, but it is a skill you can learn. This programme will maximise your presentations' effectiveness to deliver impactful results.

This programme's for you if:

You want to develop the skills and confidence required to deliver effective presentations in business and social settings.

The Experience:

This highly interactive two-day programme uses structured exercises and performance feedback to help you build and practise the skills of effective presenting.

You will learn the techniques used by professionals and how to apply them to your presentations, understand how to communicate your information with clarity and influence any audience towards your goal.

The Results:

You will complete this programme with an improved capacity for building and delivering effective presentations. You will understand how to control your presentation nerves, design and structure effective content, deliver successful presentations and manage Q&A sessions.



Personal & Career Development



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

21, 22 November 2019



Price

Corporate Member:	€1,145
Non-Member:	€1,385

Think on Your Feet®

The internationally acclaimed workshop that trains you to organise your ideas quickly

Can you make great choices in complex situations? For today's leaders, the ability to quickly analyse, organise and present your ideas is an increasingly vital skill, and one that Think on Your Feet® is designed to teach you.

This programme's for you if:

You are concerned about communications in a leadership capacity, e.g. a senior executive, manager, sales and marketing professional, technical specialist, financial analyst, public affairs expert or training professional.

The Experience:

Think on Your Feet® is an internationally recognised programme that introduces the "capsules-of-persuasion" concept — 10 plans that structure your ideas quickly for impact and persuasion. The programme will provide you with the skills to answer questions on the spot, to explain complex ideas clearly, concisely and persuasively, and to structure your communications in a professional manner.

Whether you are communicating one-to-one, one-to-many, on the phone, in meetings, informal presentations, or through email, Think on your Feet® will allow you to excel.

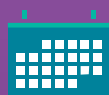
The Results:

At the end of this innovative two-day programme, you will have acquired a set of skills that will enable you to get to the point and be remembered; present your ideals in a logical and persuasive manner; handle questions quickly, clearly and effectively; avoid common communication traps; structure your information into facets, aspects, and perspectives; bridge effectively from questions to answers; and sell your ideas, products or services.

You will also receive access to a range of follow-up Think on Your Feet® support materials and resources, including online refresher module TOYF-FRESH™, and TOYF TIPS™, a monthly newsletter providing reminders, tips, and ongoing reinforcement of your classroom experience.

**Course Details**

2 consecutive days

**Schedule**

Programme 1 in Dublin

3, 4

December 2019

**Price**

Corporate Member: €1,145

Non-Member: €1,385

Innovative Problem- Solving

How to use innovation and structured problem-solving techniques to turn ideas into action

A programme that explores how to apply your innovation and creativity in a structured process that helps provide solutions to problems and challenges, both identified and emerging.

This programme's for you if:

You are a strategic planner, project leader or manager who seeks an innovative problem-solving toolkit. Ideal for those leading projects where both predictable and unforeseen obstacles will arise regularly.

The Experience:

Through a range of engaging and interactive activities, this programme equips you with the tools and techniques to get results by using innovation in a structured way.

Our highly experienced programme directors will provide you with the skills you need to be more successful in overcoming frequent challenges by applying creativity and innovation to your problem-solving processes.

The Results:

Upon completion, you will be able to apply innovation to your problem solving processes and better navigate everyday challenges in your workplace. You will also receive an innovation toolkit to take away.

Human Resources & People Development

Leadership beyond
the ordinary.





Coaching for Business Results

Learn how to coach for engagement, empowerment and accountability



Course Details

3 consecutive days



Schedule

Programme 1 in Dublin

17, 18, 19 June 2019

Programme 2 in Dublin

14, 15, 16 October 2019

Programme 3 in Cork

29, 30, 31 October 2019



Price

Corporate Member: €1,695

Non-Member: €2,075

The art of leadership continues to evolve, and coaching has proved to be an extremely effective tool in helping today's leaders to create a motivated team working towards a singular purpose.

This programme's for you if:

You are a senior manager or leader seeking to develop a coaching culture within your team or organisation as part of your business strategy. Ideal for anyone seeking to advance their ability to both improve underperforming staff and enhance individual and organisational performance.

The Experience:

This programme has been designed to improve your effectiveness and impact through access to powerful coaching skills.

By using effective questions, giving positive feedback and choosing the appropriate communication style, you can create a team and support an individual to become aware of how they do things, the impact of their actions and the willingness to take responsibility for their own performance.

The Results:

You will learn how to practise giving feedback that is timely, specific and tied to goals, and discover how to gain understanding by listening attentively and create relationships based on partnership, equality and trust.

On completion, you will also receive credits towards your recognition by the ICF as an accredited coach, with an accredited next step available.



High-Performance Teams

Understand the dynamics of teams within an organisational context



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

3, 4 September 2019



Price

Corporate Member: €1,145

Non-Member: €1,385

Leaders who can build trust, shape behaviours and improve team spirit while simultaneously improving productive output are in high demand. This programme will develop those characteristics in you by improving understanding of team roles and dynamics.

This programme's for you if:

You are an experienced manager who wants to accelerate your team's performance by leveraging their dynamics. Recommended for those who have recently been moved to lead a new team, whose team has been merged or expanded, or who are leading multi-divisional teams on a large project.

The Experience:

This programme takes a deep dive into the behavioural aspects of managing a group of people to excel and achieving high performance.

You will explore the psychology and fundamental drivers behind high-performing teams, learn how to engage teams towards a common purpose, shape behaviours and build effective working relationships.

The Results:

This programme will equip you with the tools and competences to develop high-performing teams, understand the psychological traps of working groups, focus the team's collective mind on strategic objectives and develop team productivity.

Upon completion, you will be ready to improve overall agility, collaborative spirit and model high-performing team behaviours.



Leadership and Motivation

Achieve more with less the science of motivation
for leaders at all levels



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

10, 11 June 2019

Programme 2 in Dublin

10, 11 October 2019



Price

Corporate Member:	€1,145
Non-Member:	€1,385

Leaders are continually being asked to achieve more with fewer resources. The key to success is engaging and motivating the people around you to achieve consistently high-performance. This requires a combination of great leadership skills, knowledge of the science of motivation, and leadership techniques that work in the real-world.

This programme's for you if:

You are facing the challenge of leading and motivating staff to achieve higher performance. Ideal for anyone moving from a management to a leadership role, or are leading teams through organisational change.

The Experience:

You will immerse yourself in practical, cutting-edge and best practice leadership methods, diving into your own leadership style and how it can be adapted to any given situation.

Guest speakers feature prominently, including senior business figures who'll share their leadership experiences, insights and advice, and encourage you to discuss your own leadership and motivational challenges with them in order to develop practical, issue-solving approaches.

The Results:

This programme will equip you with the skills and insights you need to be more effective at motivating staff, and you will better understand and appreciate your leadership preferences and behaviours.



Facilitation Skills

Facilitate for success



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

10, 11

October 2019



Price

Corporate Member: €1,145

Non-Member: €1,385

Facilitation is the art of achieving success in groups — generating great ideas with a clear purpose to ignite performance in your team or organisation.

This programme's for you if:

You need to work and achieve results within a group setting, e.g. a manager, HR specialist, HR business partner, project manager or team leader.

The Experience:

Through 10 proven steps, you will gain the skills required to successfully facilitate any group in achieving their goals, including at C-Suite level and at board meetings.

Our experienced trainers will guide you through the process of facilitation and provide you with feedback at every step.

The Results:

You will complete this programme with a 10-step facilitation process and a range of tools to generate both group engagement and support, and increase your effectiveness within any facilitation setting.

Business & Functional Excellence

Taking you to the next level.







Business
& Functional
Excellence



Course Details

3 consecutive days



Schedule

Programme 1 in Dublin

18, 19, 20 June 2019

Programme 2 in Dublin

7, 8, 9 October 2019

Programme 3 in Cork

20, 21, 22 November 2019

Programme 4 in Dublin

25, 26, 27 November 2019



Price

Corporate Member: €1,695

Non-Member: €2,075

Finance for the Non-Financial Manager

Build your all-weather financial toolkit

To move from manager to leader, you need to build a solid foundation in financial knowledge to interpret figures and understand what lies behind them. In this programme, you will achieve a greater understanding of how finances influence your organisation's strategy, structure, people and systems.

This programme's for you if:

You deal with financial information and are responsible for budgets, or are aspiring to a position which requires you to do so. Ideal for professionals from non-financial backgrounds who are looking to move into more senior leadership positions.

The Experience:

This programme will give you the skills you need to perform your own job better and to contribute more effectively to your financial management team. You will get a grounding in financial accounting, balance sheets, cashflow statements, capital budget and project appraisals, and working capital — the life blood of every business.

The Results:

You will emerge with a firm grasp of the fundamentals of finance and a new financial vocabulary, developing an understanding of the skills of managing cash flow, the ability to analyse your company's performance, and learn how to control your department more effectively. You will also enhance your decision-making, spot and manage financial risks and ultimately communicate more effectively with your finance department.

The programme will finish with you having a greater understanding of how finances influence your organisation's strategy, structure, people and systems.



Business
& Functional
Excellence

Advanced Negotiation Skills

Master your negotiations and maximise the value in every deal



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

6, 7 June 2019

Programme 2 in Dublin

9, 10 September 2019

Programme 3 in Dublin

21, 22 November 2019

Programme 4 in Dublin

3, 4 December 2019

Programme 5 in Cork

12, 13 December 2019



Price

Corporate Member: €1,145

Non-Member: €1,385

Negotiations are about getting the best value you can from what's on offer and finding ways to expand your options for mutual benefit. From tactical approaches to practical techniques, this programme challenges and builds upon your innate negotiation skills.

This programme's for you if:

You want to maximise your ability and effectiveness in a broad range of negotiation situations.

The Experience:

This is a demanding experience, but one that will help you to identify and build on your strengths, as well as recognise and learn to overcome the challenges and hard-bargaining tactics that can hinder negotiations.

You will learn about the mutual gains approach to negotiation, how to distinguish interests from positions and gain valuable tools and tactics for all stages of the negotiation process, including the crucial ability to control your own emotions and reactions.

Core concepts include: mastering power imbalances; responding to hard-bargaining tactics; building trust; bargaining effectively; demonstrating persuasive reasoning and charismatic reasoning appropriately; and maintaining relationships while in highly pressurised negotiations.

The Results:

As a regular negotiator, this programme will provide you with a framework to master your ability to work on your feet by preparing for and analysing complex negotiations.



Business
& Functional
Excellence

Change Management

Master the skills you need to effect successful
and lasting change



Course Details

2 consecutive days



Schedule

Programme 1 in Dublin

13, 14 June 2019

Programme 1 in Cork

12, 13 December 2019



Price

Corporate Member:	€1,145
Non-Member:	€1,385

We live in a world where change is the only constant, but how ready are your organisation's people, processes and systems to embrace change as it arrives — and how can you make them more amenable towards it?

This programme's for you if:

You are seeking the skills to introduce, implement and embed change within your organisation's potentially complex settings.

The Experience:

Working with academic experts and industry leaders in the field of change, you will learn how to plan for and position change; understand the human dynamics and reaction to change; how to overcome resistance to change; how to communicate change effectively; and how to embed lasting change within organisations.

The Results:

By the end of this two-day programme, you will have the skills and tools to effect successful change within your organisation, with an increased ability to deal with barriers to change.



Business
& Functional
Excellence

Growing Key Accounts

Learn the strategies, skills and techniques to retain and grow important customers



Course Details

3 consecutive days



Schedule

Programme 1 in Dublin

21, 22, 23 October 2019



Price

Corporate Member:	€1,695
Non-Member:	€2,075

It is no longer enough to simply manage your clients' accounts; they need to be developed and grown. Unless you are continuously adding value, developing the relationship and innovating in terms of delivery, there is every chance that your clients will be poached by competitors.

This programme's for you if:

You are an executive who wants to grow your customers, or are tasked with responsibilities for customer service, satisfaction and/or experience. Particularly suitable for companies who are looking to either start a Key Account Management strategy, or want to enhance their existing one.

The Experience:

You will learn how to improve your customer retention rate while we supply all the tools necessary to develop and grow your key customers. If you are just starting a key account strategy, this programme will also give you all the knowledge you need to succeed in applying effective strategies to your top accounts.

The Results:

This programme will help you identify and deliver strategies that increase future revenue, produce sustained profitable growth and ultimately bring value to shareholders.

You will set goals for increasing profitability by growing and retaining your customer base, learn to continuously innovate to bring value to your key accounts, and benchmark your processes against global best practice.



Business
& Functional
Excellence



Course Details

3 consecutive days



Schedule

Programme 1 in Dublin

27, 28, 29 November 2019



Price:

Corporate Member: €1,695

Non-Member: €2,075

Breakthrough Sales Management

A results-driven programme for ambitious sales managers and directors

As a sales manager, your success depends on your ability to get each person on your team to perform to their fullest potential. The steps it takes to achieve these high-performance levels will often differ from organisation to organisation, and can be a very complex science — unless you know how.

This programme's for you if:

You are responsible for maximising profits through effective sales management efforts and/or are managing field sales people and business development managers.

The Experience:

This programme will help you boost the effectiveness of your one-to-one meetings with salespeople and sales team meetings. You will be better able to leverage performance reviews, utilise coaching and other similar techniques, while exploring key interconnected areas for sales success such as sales targeting, messaging, visibility and control, customer acquisition and retention.

You will explore the characteristics and behaviours of great sales managers, how they allocate and get the most from their time, align sales processes and methodologies to accelerate performance, and other strategies and leadership techniques which will enhance your sales activities.

The Results:

Upon completion, you will be able to identify which priority area of sales performance improvement can best increase the efficiency of your team.

Notes

IMI Short Programmes

Autumn 2019

Dublin

Communicating for Performance	02 Sep
High Performance Teams	03 Sep
Front Line Management	04 Sep
Advanced Negotiation Skills	09 Sep
Senior Executive Programme	12 Sep
High Impact Leadership	16 Sep
Essential Skills of Management	16 Sep
Managing People	18 Sep

Finance for the Non-Financial Manager	07 Oct
Essential Skills of Management	07 Oct
Facilitation Skills	10 Oct
Leadership & Motivation	10 Oct
Coaching for Business Results	14 Oct
Mini MBA	14 Oct
Growing Key Accounts	21 Oct
Front Line Management	21 Oct
Presenting with Impact	23 Oct

Taking The Lead - Women in Leadership	05 Nov
Leadership Decision Making	06 Nov
Mastering the Performance Mindset	06 Nov
Advanced Negotiation Skills	21 Nov
High Impact Leadership	21 Nov
Think on Your Feet	21 Nov
Finance for the Non-Financial Manager	25 Nov
Front Line Management	25 Nov
Breakthrough Sales Management	27 Nov
Managing People	28 Nov

Advanced Negotiation Skills	03 Dec
Innovative Problem Solving	03 Dec
Leading Strategy Execution	04 Dec
Communicating for Performance	09 Dec
Mini MBA	09 Dec
Change Management	12 Dec
Front Line Management	16 Dec

Cork

Taking The Lead - Women In Leadership	01 Oct
High Impact Leadership	21 Oct
Coaching for Business Results	29 Oct

Essential Skills of Management	07 Nov
Front Line Management	13 Nov
Mini MBA	18 Nov
Finance for the Non-Financial Manager	20 Nov

Advanced Negotiation Skills	12 Dec
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Inspiring Leadership Performance

imi.ie

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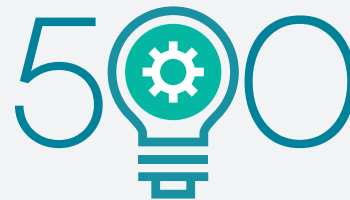
in the numbers



Over 90% of surveyed professionals feel more prepared to lead their organisations into the future having completed an IMI programme.



In the past 5 years, over 14,000 senior professionals have shifted their mindsets through IMI programmes to deliver powerful impacts for their organisation.



Nearly 500 SMEs have energised their performance and advanced their innovation potential through IMI programmes since 2014.



of the world's top thinkers have delivered inspiring thought-leadership events at IMI since 2014



IMI has empowered 2,500 organisations to deliver transformational change since 2014.



The only one in Ireland to be ranked in the global Top 50 in Executive Education by the Financial Times in 2019.



IMI was the highest new entrant on the Financial Times European Business School rankings in 2018.